



DEUTSCHE AFRIKA-LINIEN
JOHN T. ESSBERGER

news

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The Group's In-House Magazine

www.rantzaude



Forward section with bow thruster of dry-docked Essberger tanker during sandblasting activities

16 Essberger tankers awaiting survey and facelift in dry dock

Fleet Manager Bernd Schlarmann: "We have a demanding task ahead of us"

After the acquisition of ship-owning group Crystal Nordic in early 2018, the fleet of Essberger Tankers rose to 37 vessels, of which 28 are being managed by Essberger Shipmanagement so far. Of the ships managed by our own ship management, 11 vessels were docked last year, two for a special survey and nine for an intermediate survey. This year, 16 ships have

to be docked, most of them by the middle of the year. This is a huge challenge for Essberger Shipmanagement and has to be planned well in advance. For the first time in Essberger's recent history, two Essberger chemical tankers will be dry-docked together.

DAL News spoke to Fleet Manager Bernd Schlarmann about the preparations and the work that

needs to be done by Essberger Shipmanagement.

DAL/JTE NEWS: Mr Schlarmann, how come so many ships need to be docked at the same time? Can't this work be spread out over a longer period of time?

SCHLARMANN: We really have a demanding task ahead of us indeed, but we have no choice. In

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We need to clean up our planet Earth – a call that also applies to the high seas where sulphur emissions from ship engines play a special role. According to an International Maritime Organisation (IMO) resolution, shipowners are obliged from 2020 to reduce the harmful sulphur content in fuel from currently 3.5% to 0.5%. This environmental protection measure incurs considerable costs for the shipping industry. In addition, rapid action is required, as the technical preparations for the compliance options are complex and require up-front preparations. The three main compliance options are:

In order to continue operating conventional engines burning cheaper heavy fuel oil (HFO), operators will have to either install expensive exhaust gas scrubbers or change to the new compliant low-sulphur fuels or use expensive marine gas oil (MGO) with a sulphur content of 0.1%. So which method have we chosen?

Our tanker fleet is already running on MGO because these ships operate mainly in sulphur emission control areas (SECA) like the Baltic and North Sea, where a 0.1% sulphur rule is already in place. As from 2020 our bulk carriers, container ships and cement carriers will run on compliant low-sulphur heavy oil. Preparations for the necessary technical changes to the engines have begun. Its downside: a tonne of compliant low-sulphur fuel is approx. 50% more expensive than HFO. Due to a lack of space, fitting heavy and space-consuming scrubbers is not an option for our smaller-sized vessels.

Environmental protection matters. We are contributing to the worldwide efforts.

Yours Heinrich von Rantzaue

Standing 2.02 metres tall, 124 kilos of muscles, the brute lock of the South African Springbok team is a worldwide rugby legend. John Philip "Bakkies" Botha, 39, is someone that you wouldn't want to get in the way of, not on the playing field and certainly not elsewhere. When asked if there is anyone he'd ever been scared of on a rugby field, his answer was: "He is not born yet." In South Africa, Bakkies is one of the most popular sportsmen. Alone his physical appearance is hugely admired, but he is not just strong, he is also very friendly as the guests at DAL's customer luncheon in Jo'burg experienced. Bakkies patiently answered many questions (page 2/3).



Bakkies Botha (guest speaker), Peter Schmidt-Löffler (PSL Trading), David McCallum (DAL Agency), Michael Davies (DAL)

“Environmental measures come at a price”

In his addressing speech at the Cape Town DAL dinner Heinrich von Rantzau warned of specific additional costs

Deutsche Afrika-Linien Managing Owner Heinrich von Rantzau and his wife Annette attended the DAL dinner at the Pepperclub Hotel in Cape Town. Here are some quotes from Mr von Rantzau's opening speech:

“For South Africa, and especially for the fruit exporting business, Brexit could offer new perspectives, because the UK will no longer have to impose EU import duties especially on deciduous and citrus fruits, which are in place to protect EU members' citrus fruit industries. But that is pure speculation right now. Another mystery to us is how the momentarily so erratic economic policies of the USA will pan out.”

“In shipping, however, we are faced with huge technical challenges in the next few years, for which preparations are already in full swing. The International Maritime Organisation – IMO – requires that the sulphur content of fuel oil burned on ocean-going

vessels must be reduced from presently 3.5% to 0.5% as of 2020. We all want to do as much as possible to limit global warming. But that comes at a price, of course. This environmental protection measure results in considerable costs for the shipping industry. To be compliant there are two options: changing from burning heavy fuel oil to low-sulphur fuels, which are approximately 50% more expensive than the currently burned heavy fuel oil, or installing exhaust gas scrubbers to filter out the sulphur particle emissions from high-sulphur-content fuel oil. However, the installation is complex and expensive and owing to their large weights – we are talking about 60 tonnes added to the funnel – not always structurally possible.

So, the effects of these new laws on shipping are immense – and they affect all of us. In addition, the vastly fluctuating oil prices over the last few years are making

it very difficult for shipowning companies when it comes to planning realistically. On top of that, this was heightened by last year's currency fluctuations, especially bearing in mind the general rise in costs.”

Increase in north-bound reefer cargo

“I am pleased to report that we managed to fully utilise our capacity share in the SAECS Vessel Sharing Agreement with our partners. In fact, we were recently able to strengthen our position on the market due to an increase in northbound reefer cargo. One reason for that might be that the citrus harvest in South Africa was much better than expected – despite the drought, in particular here on the Cape. In addition, we are delighted to witness the steady growth of the fruit industry in this beautiful country. Likewise,

the automobile industry, which is another important customer base for us, again extended its trust in us last year. The order books are showing a positive trend and a longer-term agreement with a major German car manufacturer who produces cars here in South Africa has given us planning security. In any case, we are and will continue to be a strong performer with the aim of further expanding our position.”

“We meanwhile have 125 years of experience in the South Africa trade. What we stand for is reliability, high service level standards and strong personal contact to our customers, regardless of whether they ship thousands of containers with us or just one. We are and will always be a premium carrier with unique service qualities, and we are convinced we are successful because our customers know that we strive to always offer them the best service solutions.”

16 Essberger tankers awaiting dry-docking

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line with their age, the ships have to be surveyed at regular intervals. This is stipulated by international requirements as well as our customer. Intermediate surveys have to be carried out every two to three years, special surveys every five years, and for tankers the charterers insist on an additional so-called CAP survey after 15 years of service. Here, the steel is examined for potential corrosion and fatigue.

DAL/JTE NEWS: Is there sufficient yard capacity in Europe for so many vessels in such a short time?

SCHLARMANN: In principle, yes, of course. But not every shipyard is suitable at every time of year, just take the weather for example. When it comes to applying paint, it cannot be too cold or too wet, so yards in the north or northeast of Europe are ruled out in wintertime. A large part of the work that has to be done on our vessels has been scheduled for the second quarter of 2019. But during this climatically favourable time, of course all the other shipowners want to dock their vessels, too.



Bernd Schlarmann, Fleet Manager with Essberger Shipmanagement

Another problem we face is that shipyards should be fairly close to areas where our vessels operate in order to save time. And since the chemical tankers do not operate in liner services but on the spot market, we need to liaise very closely with Essberger Tankers to agree on the sailing routes and yard locations at least six to eight weeks before the actual surveys.

DAL/JTE NEWS: So most of the surveys must be fixed by now.

SCHLARMANN: That's right. We

meanwhile have six shipyards that we can always rely on. The small shipyard in Søby on the Danish island of Ærø has even extended its dry dock, partly just for us.

DAL/JTE NEWS: This time you've even found a shipyard that can accommodate two chemical tankers at the same time.

SCHLARMANN: Yes, that's a premiere for us. At the Fayard yard in Odense, likewise in Denmark, the “Gisela Essberger” and the “Helga Essberger” will both be placed in the same dock. The “Annette Essberger” and the “Agnes Essberger” are also scheduled to go there. The dry dock in Odense is 330 metres long, so there is plenty of room. Fayard is now a private shipyard, but a few years ago they were still building large tankers and container ships. Incidentally, this is also where our “DAL Kalahari” was built 15 years ago, which is now sailing as “Maersk Launceston” in Australia.

DAL/JTE NEWS: How long do the ships stay at the yard on average?

SCHLARMANN: Between 12 and 16 days, depending on how much has to be done.

DAL functions in Cape Town and Johannesburg

JOHANNESBURG



Back: René Zarske (SA German Chamber), Paul Levy (C.Steinweg), Bakkies Botha (guest speaker), Ria Roosen-Pucher (Treasures4U), Hartmut Lühr (DAL), Jan Ludolph (Geodis). Front: Roland Pucher (Robeck Freight), Detlev Duve (Dachser), Martin Keck (CFR Freight)



Dev Naidoo (DAL Agency), Wilnell Strydom (Trioptimum Logistics)



David McCallum (DAL Agency), Paul Lawrence (Tigers), Geoff Tyrer (Geodis)



Peter Schmidt-Löffler (PSL Trading) and Hartmut Lühr (DAL)



Bridgette Maketa (Expolanka), Lars Witte (DAL), Ansu Thomas (DAL Agency)



Roland Govender (Morgan Cargo), Lars Witte (DAL Deutsche Afrika-Linien), Wilfred Gentle (Morgan Cargo)



Sandy Long (Simba Africa Logistics), Roland Pucher (Robeck Freight)



Martin Keck (CFR Freight), Ebenezer Simba (Worldnet Logistics), Olga Sharpe (Worldnet Logistics), Nicholas von Flemming (CFR Freight)



Dev Naidoo (DAL Agency), Detlev Duve (Dachser), Scott Davis (Dachser)

CAPE TOWN



Ruan Jacobs, Anneke Jacobs (Core Fruit), Karen Bertoni (DAL Agency), Christine de Waal (Core Fruit), Alwyn Zaayman, Chantal Doger de Speville (DAL Agency), Annette von Rantzau, Heinrich von Rantzau (DAL)



Melaney Simonhoff, Nicolaas Jordaan (Technical Systems), Shawn Simonhoff (DAS Global Logistics), Coba Jordaan



Ibrahim Sharaf (Sharaf Group)



Hartmut Lühr (DAL Deutsche Afrika-Linien), Andre Grobbelaar (In Season Fruit Marketing), Ingrid Grobbelaar



Tim Duncker (CTC World Wide Logistics), Caryn Duncker, Hans Duncker (CTC World Wide Logistics)



Ron Hertog, Rina Hertog (JF Hillebrand), Hartmut Lühr (DAL Deutsche Afrika-Linien)



Martin Jonker, Annette von Rantzau, Heinrich von Rantzau (DAL Deutsche Afrika-Linien), Esther Jonker

Jan Eghøj takes over Essberger Tankers

The new Managing Director comes from Denmark, holds a master's licence and is a former CEO of Nordic Tankers



Jan Eghøj – happy to be with Essberger Tankers in Hamburg

At the start of 2019, Jan Eghøj (45) took over the position of MD Essberger Tankers, which became vacant when Jan Hammer left at the end of March. Jan Eghøj reinforces the Danish faction at John T. Essberger. He comes from Denmark and last worked as CEO of Nordic Tankers, who owned a 50% share of Crystal Tankers. When Crystal Nordic and their 14 chemical tankers were taken over by Essberger Tankers in early 2018, Jan Eghøj was part of the parcel. He is therefore a well-qualified expert in the tanker business.

Jan Eghøj was born in Odense and grew up in the northern outskirts of Copenhagen. He became interested in shipping at an early age and so he decided on a career as a nautical officer after he graduated from school, which he completed with a Master Mariner licence. He started as a cadet at Maersk Tankers, and studied at the maritime academy in Svendborg. He spent most of his three-year training on board of Maersk's gas tankers.

Obviously, his organisational skills did not go unnoticed and he was offered a job in the operations

department of Maersk Tankers in Copenhagen, where he worked for five years. The next five years he was Head of Operations in the tanker division at the Norwegian Eitzen Group. He then returned to Maersk as Head of Operations, where he was mainly responsible for the shipowner's VLCCs and gas tankers.

In 2013, Jan Eghøj moved to Nordic Tankers in Copenhagen as Vice President Global Operations, in 2016, he became CEO of Nordic Tankers, and that is how he came to Essberger Tankers in 2018.

Although he was still working in Copenhagen part of the time, Hamburg gradually became his full-time home. His wife and two daughters currently still live in Copenhagen, however.

He has found a lovely apartment the "Portuguese Quarter" near the port of Hamburg, which has many Iberian restaurants and is near the city centre. In his free time, he enjoys good food and good wine, and so he can often be found in the kitchen concocting his own meals.

At Essberger Tankers he has taken over a highly motivated, experienced team, a good mixture of experienced and qualified young people, including young newcomers from our ranks. He is very keen to support young people

from the company, i.e. our trainees, and to familiarise them with taking responsibility.

As a qualified nautical officer, having a good and close relationship with the crews on board is of the essence to him. Exchanging experience plays an important role, which is why he will visit many of the vessels himself. Preparations are being made to launch a monthly bulletin for the ships so the crews are equally informed about more than just the day-to-day business.

What is of particular importance to Jan Eghøj is maintaining our excellent relations with the customers of Essberger Tankers. The fact that the Essberger tankers in service not only meet but in parts surpass the high international requirements is one of Essberger's biggest assets. Through personal contact with not only key clients, Jan Eghøj aims to strengthen the profile of the Essberger brand.

A few words about the current market? Eghøj says: "The market conditions at the end of 2018 were very disappointing and in early 2019 they were still very challenging. It's hard to find an explanation for this development. But there seems to be a gradual upward trend now. Well, I'm definitely optimistic."

Old Africa steamer "Admiral" back on new canvas

Sunken ships of the past hardly ever reappear. But sometimes images and paintings of such ships do. Maritime artist Uwe Lütgen from Hamburg, who is particularly fond of the old Deutsche Ost-Afrika Linie (DOAL) vessels, recently had a surprise for DAL: an oil painting of the DOAL steamer "Admiral". It shows the steamer anchoring somewhere along the East African coast. The painting will soon find a place somewhere on the walls of DAL's head office on Palmaille.

The "Admiral" was built in 1890 by shipyard C. S. Swan & Hunter in Newcastle, UK: 2,589 GRT, 91 metres long, 1,600 HP, speed 11 knots, 50 passengers in three classes, complement of 60 men. The ship first sailed by the name

of "Tosari" in the East Asian service of Deutsche Dampfschiffs-Reederei, Hamburg. But already the following year it was sold to DOAL, which had only just been founded then, and renamed "Admiral". Its new regular route was Hamburg–Lourenço Marques (Maputo)–Durban; always reliable, never any incidents.

In 1902, the vessel was renamed yet again: first to "Rosalind" when it was sailing in Canada for a Liverpool-based shipowner, and finally to "City of Sidney" when it was in service for Canadian shipowners. On 17 March 1914, the good old "Admiral" ran aground and sunk off the coast of the Sambro Islands in Canada. Thanks to Uwe Lütgen we now know what the "Admiral" actually looked like.



Hamburg maritime artist Uwe Lütgen painted the 1890-built steamer just recently. The "Admiral" was in service in the Deutsche Ost-Afrika Linie (DOAL) trade. The vessel was sold in 1902 and later sank near Halifax

"The truth is quite simple: We care about what we do!"

In the 11th successful year of DAL Agency we talked to Dev Naidoo, Head of Sales DAL Group South Africa and member of the head office in Johannesburg



Standing: Dev Naidoo, Sandy Long, Bongani Nkuna, Justine du Plessis, Markus Popken, Stefanie Fredericks, David McCallum, Ansu Thomas, Louvashni James. Seated: Carol D'Alton, Kerzle-Ann Fonseca, Leah Matloa (left to right)

In November 2018, DAL Agency (Pty.) Ltd. celebrated its 10-year anniversary. To round off the series of interviews with some of the companies' Managers in the country, DAL News spoke with Dev Naidoo, Head of Sales DAL Group in South Africa based in Johannesburg.

DAL/JTE NEWS: Dev, you have worked for DAL Agency (Pty) Ltd. since the company was set up in 2008. How did you become one of the team that started the company?

ANSWER: I joined Diamond Shipping in 2007 in order to sell the DAL product. In 2008, when DAL Agency SA opened its doors, I moved across to the winning team and was able to successfully offer local customers the main DAL services to and from NWC/UK & SCAN.

DAL/JTE NEWS: Johannesburg is the only DAL Agency office which is not in a port on the South Africa coast. Why is it necessary to have an office in Johannesburg?

ANSWER: Even though Johannesburg is not located on the South African coast, it is commonly referred to as an inland port. Jozi is known to be Africa's economic capital and is home to the head offices of most South African corporations and offices of many global and pan-African companies, hence necessary for us to fly the DAL flag here.

DAL/JTE NEWS: Please introduce us to the Johannesburg team and explain the functions they are responsible for.

ANSWER: The import operations team is led by Ayesha Moola and she is supported by Leah Matloa and Bongani Nkuna. The export operations team is led by Kerzle-Ann Fonseca, supported by Stephanie Fredericks and Denzil Mekavan. The sales team is comprised of Justine Du Plessis and Ansu Thomas, who both focus on covering the Johannesburg market, and Markus Popken, who is responsible for the automotive sector.

We also have our colleagues from Simba Africa Logistics (DAL sister company) who form part of the team with Donovan Govender concentrating on new/used container sales and Sandy Long taking care of the local and cross-border operations. Carol D'Alton, who is the PA to our MD David McCallum, also assists with our container tracking services offered by SAL.

DAL/JTE NEWS: Tell us more about the types of cargo and commodities which DAL carries to and from Johannesburg.

ANSWER: DAL carry a variety of commodities to/from Johannesburg with the main ones being raw tobacco, food-related products, white goods, automotive related cargo, chemicals, pharmaceuticals and commodity-based cargoes.

DAL/JTE NEWS: Durban is the nearest South African seaport to Johannesburg. Do all containers move through Durban?

ANSWER: Definitely a large part of

containers destined for Johannesburg move through Durban but not all. Customers with commodities that are time-sensitive opt to discharge their containers in PE and arrange transport up to Johannesburg from there – we have seen an increase in this trend in recent times due to the challenges experienced with Durban Port.

DAL/JTE NEWS: What does working for DAL mean to you?

ANSWER: It means being customer-focused and constantly out there making a difference in the local shipping market. In times where the industry norm is moving towards digitisation and digitalisation, working for DAL provides an opportunity to offer our customers a personalised service with a reliable and dependable partner who they know they can count on.

DAL/JTE NEWS: Within your many years of experience selling the DAL services in the South African market and especially Johannesburg you have a reputation as being "Mister Fix-it". What makes the function of "Sales" and being the DAL face to its clients so interesting for you?

ANSWER: For me it's not just about "fixing it" but rather about being able to see our customers' point of view and getting stuck in to ensure we try everything possible to find a solution via effective, factual communication. What makes it interesting is that we have a flat management structure and less red tape, which provides a platform where hustle is possible.

DAL/JTE NEWS: Johannesburg is the biggest city in South Africa. It is vibrant but challenging to live in with its notorious traffic problems. How do you cope with the daily challenge of commuting to and from work?

ANSWER: The traffic in Johannesburg is definitely a challenge but by starting my days early, it allows me to maximise my time. Client appointments are planned in a manner that allows the use of alternate routes to get from work to my respective client meetings.

DAL/JTE NEWS: DAL Agency succeeded right from the start. What is the secret of it and what are you doing better than your competitors?

ANSWER: We are a team of skilled individuals who know how to have fun and share a common customer-centric vision with a passion for what we do – the simple truth, though, is that we CARE!

Whereabouts

April 2019

Ship's name	Master	First Mate	Chief Engineer
Agnes Essberger	Robert Waldon	Orhan Akyildiz	Mikhail Borisyuk
Alcedo	Auke Bijlstra	David Jones	Albertus Knoop
Amalie Essberger	Piotr Bes	Marcin Madry	Vitaliy Kolesnyk
Anneliese Essberger	Peter Troost	Wojciech Nowak	Jan Lodder
Annette Essberger	Lien Jeanne Huyghe	Els Impens	Marten Bosma
Ardea	Alex Buren	Chris De Boer	Jelle Spoelstra
Caroline Essberger	Arnoldus Van Groenestijn	Pawel Pawlik	Oebele Kooistra
Christian Essberger	Robert Szmaj	Mateusz Borysewicz	Herbert Farkas
Dutch Aquamarine	Jeroen De Koster	Krzysztof Maniecki	Willem Vijverberg
Dutch Emerald	Louis Kint	Dominik Kazior	Pieter Pasterkamp
Dutch Faith	Sander De Bos	Albertus Konijn	Jan Sonneveld
Dutch Spirit	Paul Leonard De Ridder	Roger Oenema	Geert Sap
Eduard Essberger	Jose Teixeira	Ruslanas Karpovas	Marcin Prena
Ellen Essberger	Adam Krzyzkowski	Adrian Kuzmicz	Dmitry Shcherbov
Elsa Essberger	Stefan Grabowski	Grzegorz Kakol	Lukasz Zeromski
Georg Essberger	Marcin Pawlak	Roman Rybin	Tomasz Kozlowski
Gisela Essberger	Ali Ayara	Maksim Naumcik	Marek Ptasznik
Helga Essberger	Waldemar Literski	Daniel Szarynski	Andrejs Beloglazovs
Johann Essberger	Zarko Boko	Daniel Kubacki	Valerii Mersiianov
John Augustus Essberger	Jaroslav Spors	Arkadiusz Duczynski	Andrzej Sullik
Koralia	Win Thein	Bryan Magdula	Danilo Jose
Liesel Essberger	Antonio Petinga	Marcin Zietek	Adam Szwajka
Lisa Essberger	Albertus Linthorst	Mark Van Den Heuvel	Arnoldus Eland
Lucy Essberger	Antonius Nagel	Eriks Ciblis	Stefan Kluijfhout
Maersk Launceston	Mariusz Pleskacz	Ruslan Blazhyevskyy	Andrzej Szyc
Patricia Essberger	Paulo Santos	Marcin Harasim	Grzegorz Topolewski
Philipp Essberger	Mareks Satkovskis	Valeriy Dorofeev	Vitor Belo
Theodor Essberger	Boguslaw Gajdowski	Blazej Czapiewski	Oleksandr Samusenko
Ubena	Konstantin Kveselevich	Vladimir Lobov	Costica Tuca
Ulanga	Ioan-cristian Cioban	Rafel Nones	Gleb Kolechkin
Ursula Essberger	Cornelis Lodder	Marcus Klein	David Roele
Wilhelmine Essberger	Jan Ten Wolde	Slawomir Narloch	Johan De Jong
Selinda	(under new management)		
Swakop	(under new management)		
Zambesi	(under new management)		

Aus der Reederei-Familie

Jubiläen
25 Jahre Jörg Wachsmuth, Grundstücksverwaltung, 18.04.1994
10 Jahre Jeannette Schmid, DSA Frankfurt, 15.04.2009
Besondere Geburtstage
90 Jahre Paul Riedrich, 31.03.1929
70 Jahre Helmut Hilbig, 01.04.1949
65 Jahre Werner Scharnowski, JTE, 26.04.1954
60 Jahre Felix Rante, 2/E, 19.04.1959
50 Jahre Allan Brosas, BSN, 21.05.1969

Capt. Stephanus Frerichs, 03.05.1969
Dirk Kornblum, JTE, 29.05.1969
Tomasz Kozlowski, C/E, 23.03.1969
Neue Mitarbeiter an Land
Marcello Accetto, DSA Frankfurt
Michael Flattich, DSA Stuttgart
Henning Lazarus, Crewing
Lale Petersen, DALSA Hamburg
Anja Plate, DALSA Bremen
Nina Suhk, DALSA Hamburg
In den Ruhestand traten/treten
Hening Bosum, DALSA Bremen, 31.03.2019
Jan Hammer, JTE, 31.03.2019
Angelika Kleemann, JTE, 30.04.2019
Günter Rolf, MTI, 31.03.2019

Ausgelernte Auszubildende an Land
Lale Petersen, DAL
Nina Suhk, DAL
Neue Auszubildende an Land
Godfred Bediako, DAL
Helen Heindorf, DAL
Leoni Pries, DAL
Tiberius Schütze, JTE
Rahul Singh, JTE
Wir gedenken
Herrn Arno Block (83 Jahre), Februar 2019, ehemals DAL
Herrn Willi Thode (89 Jahre), November 2018, ehemals DAL

Farewell to Jan Hammer, Managing Director of John T. Essberger



Jan Hammer on his last day at JTE, with Essberger Tankers' Jan Eghøj and Heinrich von Rantzaу

On 29 March, John T. Essberger Managing Director Jan Hammer said goodbye to the company. After three and a half years in this important position in Hamburg, Jan Hammer returned to his Norwegian hometown of Bergen.

A farewell reception was given for him at the company headquarters in Hamburg, attended by Managing Owner Heinrich von Rantzaу and Essberger Tankers MD Jan Eghøj, who has taken over a big part of Jan Hammer's responsibility. In his farewell speech Mr von Rantzaу said: "We regret Jan leaving, but we also understand him. He has been a

valuable and popular member of our top management team, but we also envy him because he is now heading to a future that he can determine and design to his own wishes, a future for which we wish him all the best." And he added: "Fourteen months ago, we managed to purchase Crystal Nordic and thus purchased a fleet of 14 ships.

The integration of Crystal Nordic into our Group is progressing swiftly and on schedule. And so, also in the years to come, the name Jan Hammer will always be associated with one of the biggest single acquisitions in the history of John T. Essberger."

Four decades: DAL's Michael Davies

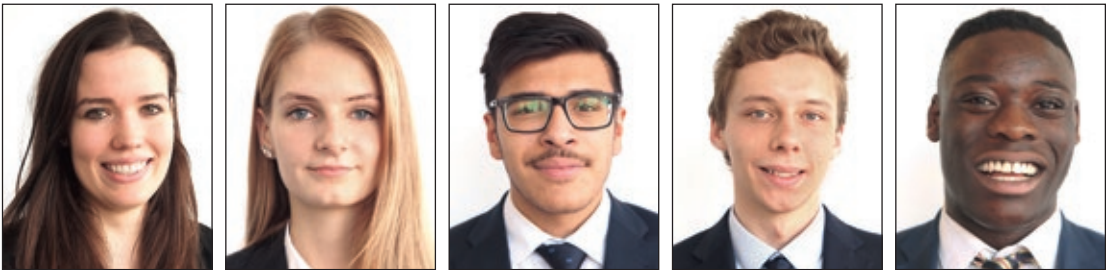
On 10 January 2019, Michael Davies, Director Trades of Deutsche Afrika-Linien, celebrated his 40th anniversary. Forty years of service for one and the same company is an unusually long time and testifies to the trust and loyalty to one's employer. To mark the occasion, on 14 February 2019, Deutsche Afrika-Linien hosted a reception for him in the Essberger building's Gartensaal on Palmaille, which also his wife Sabine and two sons attended. On behalf of the management, Hartmut Lühr, MD DAL Liner Services, made a laudatory speech, highlighting Michael Davies' career.



Michael Davies with DAL's MD Hartmut Lühr and Mrs Sabine Davies



Annaluise Völckner was an accountant in our company for 40 years, first at TOL Transocean Liners, later at John T. Essberger. On 31 January, a reception was held to say farewell when she retired. Dr Eberhart von Rantzaу thanked her personally for her many years of loyal service and wished her all the best for the future. As a pensioner Ms Völckner is still very active. In February she travelled to Patagonia and the Easter Island.



We'd like to introduce four new trainees. They are Helen Heindorf (20), part of the DAL team, Leoni Pries (21) also with DAL, Rahul Sandhu Singh (17), Tiberius Schütze (23), both trainees with JTE, and Godfred Bediako (20) who is with

DAL. Helen was born in Hamburg. She did an internship at the Fairmont Hotel Vier Jahreszeiten in Hamburg and the old-age home St. Markus. Her hobbies are photography, cooking, drawing and meeting friends. Leoni is from Kaltenkirchen, just north

of Hamburg. Her internships include a kindergarten. Cooking, workouts and training dogs are her hobbies. Rahul was also born in Hamburg. He gained some experience as a journalist and in marketing communication. He is a keen soccer player and likes

to help out in his family's restaurant. Godfred ist also from Hamburg. He has been a keen soccer player, coach and referee for 12 years and is a trained taekwondo athlete. He can look back at an internship with a dentist and a retail company.

For more information on the **DAL/JTE Group** please contact Svante Domizlaff, tel: +49 (0)40 38016-611, email: svante.domizlaff@rantzaу.de or the German head office **Deutsche Afrika-Linien** Palmaille 45, 22767 Hamburg, tel: +49 (0)40 38016-392, fax: +49 (0)40 38016-255, email: michael.davies@rantzaу.de or **DAL Agency** Durban, Sharaf House, 1st Floor La Lucia Ridge Office Estate, Umhlanga/Durban 4051, RSA, tel: +27 (0)31 5829400, fax: +27 (0)31 5829401 or **John T Essberger** Palmaille 45, 22767 Hamburg, tel: +49 (0)40 38016-0, fax: +49 (0)40 38016-579, email: chartering@essberger.biz

A chance of a lifetime for our trainees

A trip to China organised by the Handelsschule in cooperation with Tongji University Shanghai



Under the sky of Shanghai: visiting one of the biggest container hubs worldwide was the highlight of the trainees' trip

At the invitation of the Tongji University of Shanghai four trainees did a tour from Shanghai via Xiamen to Hong Kong. Lara Käsemann and Lale Petersen report in English and German:

The first week we spent in Shanghai. We had a sightseeing tour and Teppanyaki buffet with free time afterwards to get some first impressions of the city and the culture.

After two days of presentations about China's political and economic structure as well as about shipping and the handling of maritime claims, we visited the Yanshan Terminal. But surely the highlight was the discovery of DAL containers. Furthermore, we had a guided tour at the "Singamas Container Manufacturer" and additionally an internship where we got an insight in the Chinese workday. And it could be said that a small nap at your desk after a good lunch is not reprehensible.

Traffic? Not so calm

Between our appointments we always had spare time to get to know the cities. Throughout the day we went shopping at the fakes market, visited some attractions or the tailor to take advantage of the cheaper prices. In the evening we scouted out the restaurants and bars.

While in Xiamen we were out of the big city bustle and it was quite a lot calmer compared to Shanghai.

Still not as calm as German cities though – Xiamen has 3.5 million inhabitants. There we spent our free time with walks on the beach and through the city to get an impression of the Chinese lifestyle and living standards. Small alleys with houses for multi-generation families and markets directly by the street with raw meat laying out as daily life for them – and crazy, unbelievable impressions for us as we could never imagine buying meat that isn't cooled and just lying there in the shade without any protection against dirt and animals. For some calm moments, some took the ferry to Gulangyu – an island known for its architecture – and others took a ride on the "Zhonggu Cableway" to get a great view of the city.

Not excluding the shipping part in Xiamen and the next days in Hong Kong, we visited the bulk terminal in Xiamen and the

"Modern Container Terminal" in Hong Kong. After a last day of internship in Hong Kong we had a farewell dinner at the hotel before we headed to the airport.

With a lot of new impressions and knowledge, we had an anticipation of home. Even though the Chinese food may be good and chicken feet, rumen or pigskin in jelly are a good way to force oneself to eat it, German food is still the best and worth looking forward to.

Auf Einladung

Eingeladen von der Tongji Universität in Shanghai machten wir uns Anfang Dezember auf den Weg für die Studienreise nach China - es ging von Shanghai über Xiamen nach Hongkong.

In Shanghai haben wir die erste Woche der Reise verbracht. Für erste Eindrücke sorgte die



Local boss with Oscar and Finn

Stadtrundfahrt mit anschließendem Teppanyaki Buffet und abendlicher Freizeit. Nach zwei Tagen Vorträgen über Politik und Wirtschaft Chinas, Schifffahrtspolitik und über das Handling von Maritimen Claims hatten wir die Möglichkeit das Yanshan Terminal in Shanghai zu besuchen (Foto). Highlight dieses Besuches war allerdings die Entdeckung von DAL-Containern.

Weiterhin stand eine Führung in der „Singamas Container Manufacturer“ auf dem Plan sowie ein Praktikum, bei dem es doch den Eindruck gab, dass ein kleiner „Nap“ am Arbeitsplatz, nach einem ordentlichen Mittagessen, gar nicht so verwerflich ist.

Egal ob mittags oder abends, zwischen den Programmpunkten hatten wir Zeit, in unserer Freizeit die Städte kennen zu lernen. Tagsüber wurde eingekauft oder ein paar Sehenswürdigkeiten besucht. Am Abend wurden Bars und Restaurants erkundschaftet. In Xiamen wiederum fuhren manche mit der Fähre auf eine kleine Insel, andere gingen an den Strand, spazierten durch die Straßen oder haben die Ruhe in der Seilbahn genossen. Im Hafen in Xiamen wurde das Bulkterminal besucht und in Hongkong das Modern Terminal. Nach einem letzten Praktikumstag in Hongkong gab es ein Dinner im Hotel, bevor wir uns mit Vorfreude auf zuhause, besonders vermutlich auf das heimische Essen wieder auf den Weg zum Flughafen machten.



Oscar Rebbe and Finn Schaarschmidt with Lale Petersen and Lara Käsemann, trainees getting familiar with the Asian shipping industry